

Week	New	Booking \$	MTD	Goal for	% of MTD	YTD	YTD Bookings	% of YTD	% of FY95
Ending:	Orders	New Orders	Booking \$	August	Goal	Booking \$	Quota	Goal	Goal
	By Week	By Week							
8/5/94	2	\$35,000.00	\$35,000.00	\$167,000.00	20.96%	\$82,000.00	\$334,000.00	24.55%	2.73%
8/12/94									
8/19/94									
8/26/94									

Accounts Receivable Report 8/8/94, 11:51 AM Company Confidential

Receipts for August	Date Rec'd	Amount	Commit Aug	Other	TTL Receivables
RJO/DTIC	8/2/94	\$13,968			
AOL	8/4/94	\$25,000			
PacBell	8/4/94	\$10,000			
		\$48,968	\$83,500	\$98,618	\$182,118

Dollars Collected for Month-to-date (Aug)	Current Month Revenue Quota	% of MTD Attainment	\$ Collected YTD FY95	Revenue Quota YTD	% of YTD Attainment
\$48,968	\$167,000	29.32%	\$142,968	\$3,000,000	4.77%

Accounts Receivable Report ** 8/8/94 11:52 AM ** COMPANY CONFIDENTIAL

Customer (City, State)	Invoice #	Invoice Date	Terms	Expected Revenue Month	Invoice Amount	Last Action	Next Action
Products							
New York Law Publ	NYL001	6/7/94	Net30	Aug	\$15,000	8/8 Voicemail from Bruce to Joe Lampert	Trying to get in 8/10 check run
US Dept of Comm	DOC001	6/21/94	Net30	15k sooner?	\$21,000	Voicemail- waiting to hear if can pay 15k now	Call this week
Novix	NVX001	6/28/94	Net30	Aug	\$6,500	8/5 will FedEx check by Tues 8/9	
Cambridge Info	CSA002	7/6/94	Net30	Aug	\$12,000	8/8 Voicemail to A/P on status of payment	Call again!
USGS	USG001	7/11/94	Net30	October ?	\$15,000	On hold- Partial payment a possibility?	
NASA GSFC	NSA001	7/18/94	Net30	Aug	\$15,000	Left voicemail	Call again!
Draper Labs	DPR001	8/3/94	Net30	Sept	\$15,000	Recently mailed invoice	Try to get payment in Aug
TASC	TSC001	8/5/94	Net30	Sept	\$20,000	Recently mailed invoice	Try to get payment in Aug
					\$119,500		
Information Services							
Intel	INT002	7/5/94	Net30	Aug	\$10,000.00	7/29 invoice rec'd- marking it rush	Call to check on status
Scholastic	SCH001	7/22/94	Net30	Aug	\$25,000.00	8/3 invoice faxed to Susan M.- to pay in Aug	Send email to check on status
					\$35,000.00		
Contracts							
PRC/Open Source	PRC005	1/6/94	60-90		\$12,150.01	Need info from Dan before calling Ed Norman	Get info & call this week
RJO/DTIC	RJO005	3/28/94	60-90		\$1,987.50	8/2 Jeff Crown- Govt billed through 6/94	Get more info from Jeff- when was payment
RJO/DTIC	RJO004	3/28/94	60-90		\$4,755.00		approved by Huddy on invoice that was just paid?
RJO/DTIC	RJO003	3/28/94	60-90		\$400.00		
RJO/DTIC	RJO006	4/4/94	60-90		\$2,962.50		
RJO/DTIC	RJO007	4/30/94	60-90		\$2,100.00		
RJO/DTIC	RJO008	6/1/94	60-90		\$1,200.00		
RJO/DTIC	RJO009	7/1/94	60-90		\$2,062.50		
					\$27,617.51		

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